

# **BEND-TECH**

**729 Prospect Ave  
Osceola, WI 54020  
651-257-8715**

## **Inside Equipment Sales Representative**

### **Bend-Tech: Innovators of Tube & Pipe Fabrication**

Bend-Tech takes pride in providing products that innovate the way tube and pipe are designed and fabricated. We are continuously pushing this industry forward with tools that promote efficiency and accuracy. Since 2001 Bend-Tech has been growing into the company we are today. At our headquarters in Osceola, Wisconsin, all our employees strive for Honesty, Innovation and Quality in everything they do.

### **Position Overview**

At Bend-Tech, LLC, we would be nothing without our successful team. We are seeking an inside equipment sales representative that will be responsible for providing quotes, orders, and service to customers. This position requires high accuracy and attention to detail in parallel to problem solving and solution providing. The ideal candidate will be a quick learner with strong negotiating skills, and the ability to showcase our offerings in a compelling way. Often tasked with giving presentations, attending networking events, and attending trade shows, it's essential that our sales representative be personable and professional.

### **Job Description and Job Duties**

- Maintain and develop customer relationships to ensure exceptional service
- Identify customer needs; sell products that maximize product solutions
- Promptly respond to telephone and e-mail inquiries from customers and outside sales personnel
- Prepare professional, complete, concise, and accurate sales quotes, proposals sales orders, purchase orders in our CRM and other documentation as required for executive-level presentations
- Determine appropriate delivery method based on customer needs, cost effective delivery, and product margin
- Establish and maintain relationships, in person, via email and telephone, with customers
- Attend trade shows annually and interact with customers and vendors
- Travel in the field to customer sights

- Coordinate sales effort with team members and other departments
- Coordinate invoices, payments, and shipping with customers

**Basic Qualifications**

- Bachelor's Degree with concentration in marketing, promotions, advertising sales or business administration preferred
- Ability to balance persuasion with professionalism
- Strong customer service and organization skills
- Presentation, negotiation and closing skills
- Motivation for sales and customer relationships

**Hours, Pay, Benefits**

Full-time Monday-Friday 7:00 AM-4:00 PM

Pay based on experience

Medical, 401 (k), PTO and other benefits apply at full-time status

Apply at [hire@bend-tech.com](mailto:hire@bend-tech.com) today.